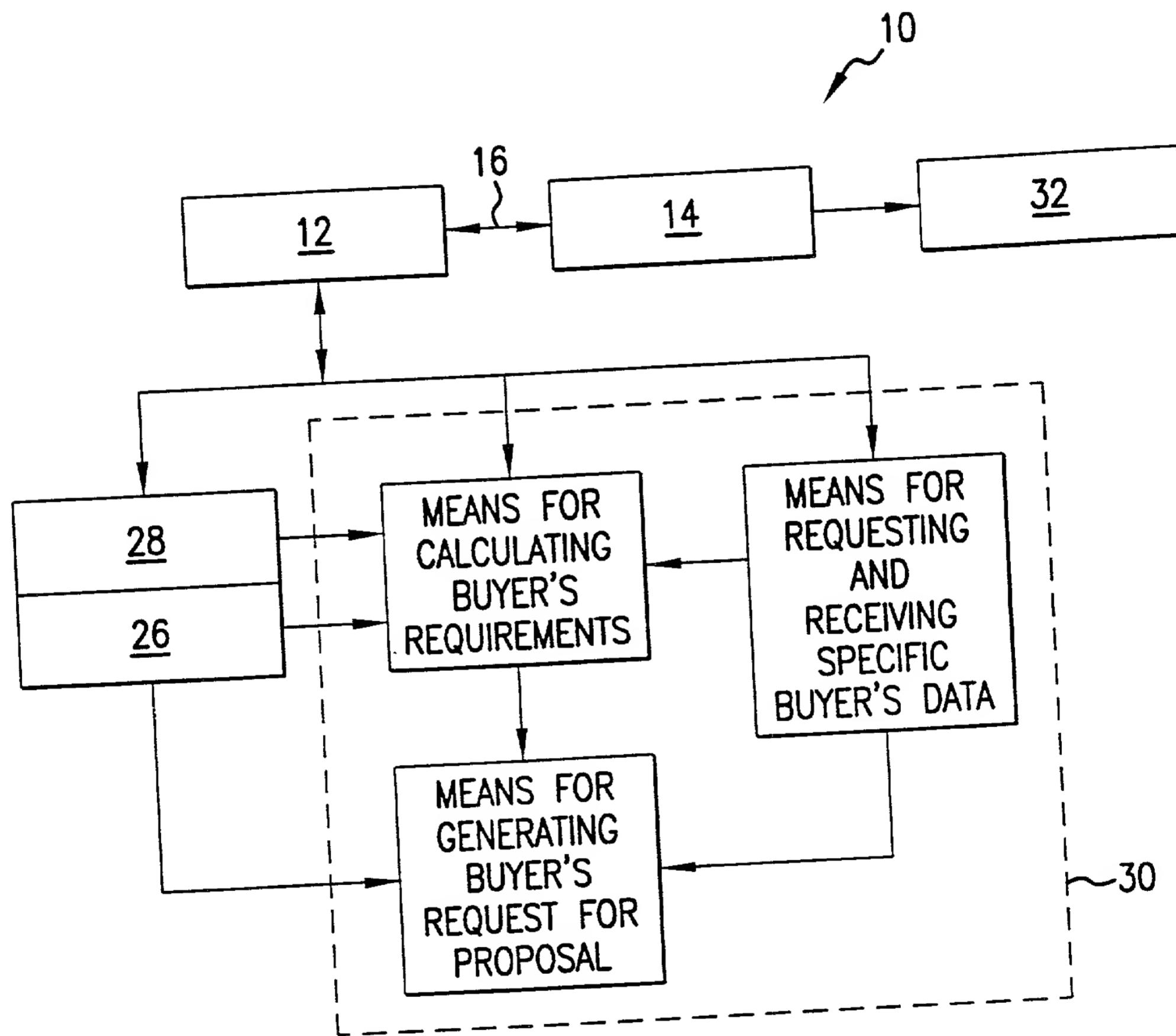


FIG.1



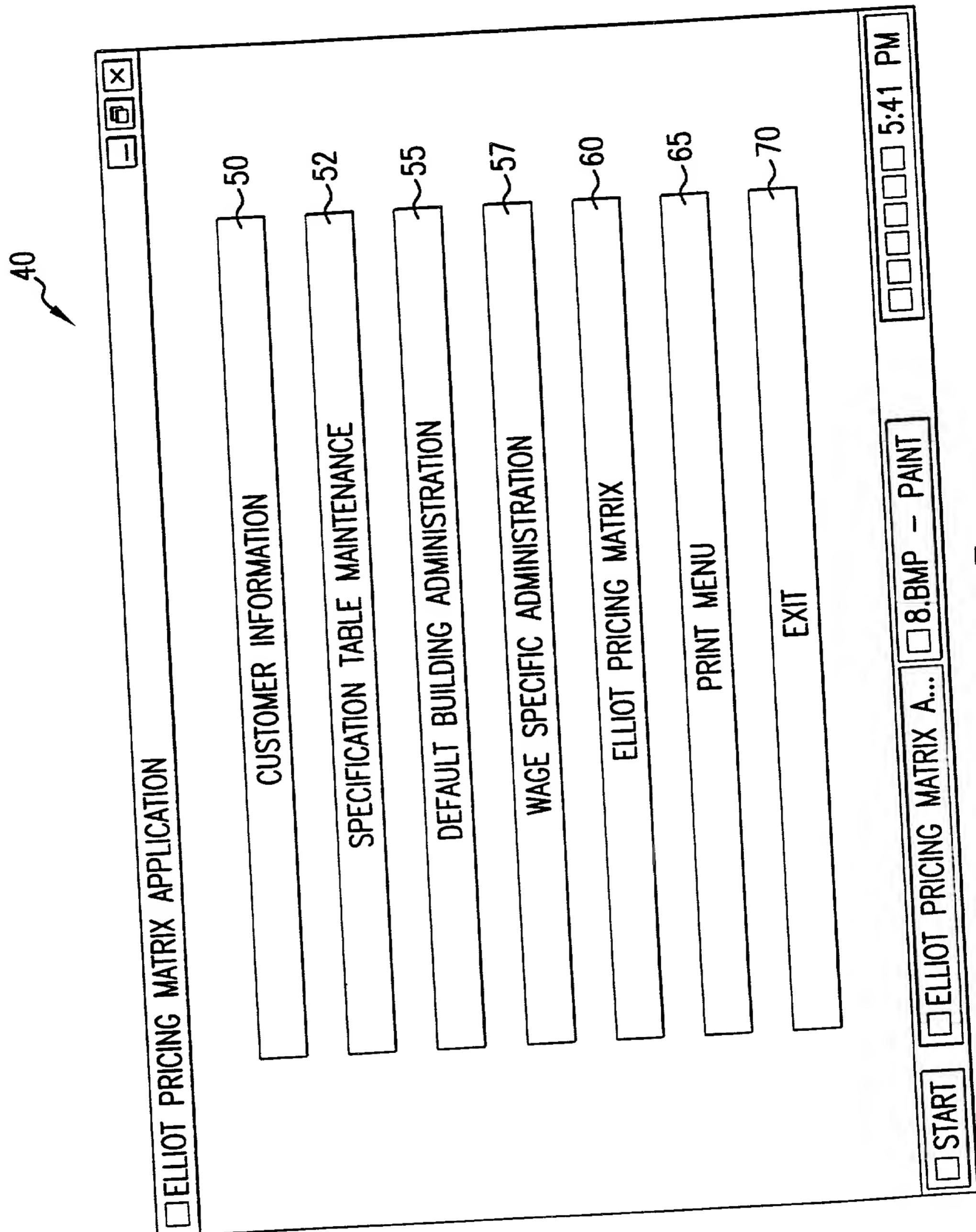


FIG. 3

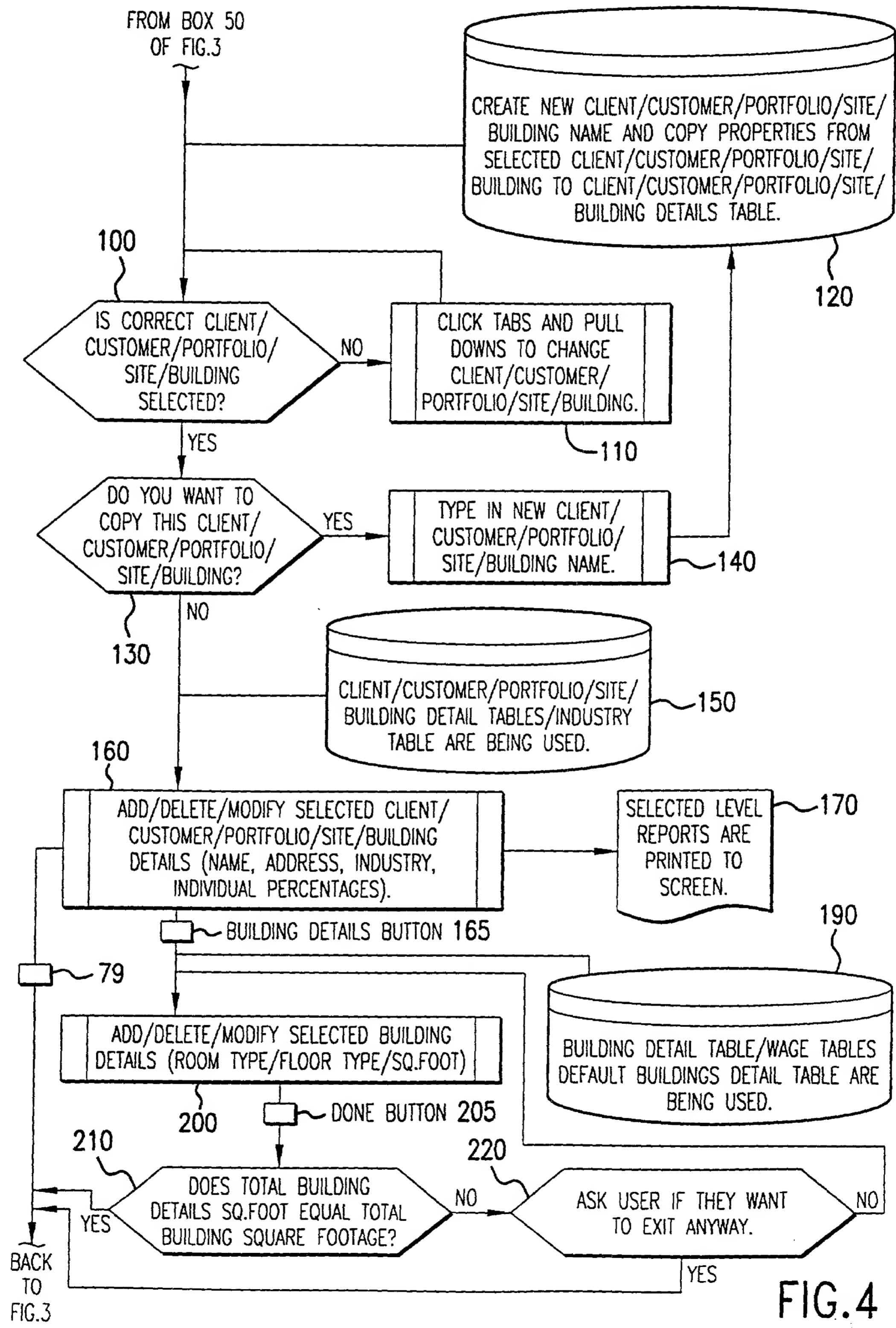


FIG.4

<input type="checkbox"/> CUSTOMER INFO	
71 <input type="checkbox"/> CLIENT	
NAME ADDRESS LINE 1 ADDRESS LINE 2 CITY	72 <input type="checkbox"/> CUSTOMER
SELECT OR ADD A CLIENT <input type="checkbox"/> ▽	73 <input type="checkbox"/> PORTFOLIO
<input type="checkbox"/> ADD <input type="checkbox"/> COPY	74 <input type="checkbox"/> SITE
<input type="checkbox"/> EDIT <input type="checkbox"/> DELETE	75 <input type="checkbox"/> BUILDING
76 <input type="checkbox"/> PORTFOLIO	
77 <input type="checkbox"/> SITE	
78 <input type="checkbox"/> BUILDING	
79 <input type="checkbox"/> REPORT	
80 <input type="checkbox"/> PROFIT	
81 <input type="checkbox"/> MARKUP	
82 <input type="checkbox"/> OVERHEAD	
83 <input type="checkbox"/> COSTS	
84 <input type="checkbox"/> EXPENSES	
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FIG. 5A

CUSTOMER INFO	
<input type="checkbox"/> CLIENT	
<input type="checkbox"/> CUSTOMER	
<input type="checkbox"/> PORTFOLIO	
<input type="checkbox"/> SITE	
<input type="checkbox"/> BUILDING	
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<input type="checkbox"/> 389 </td	

FIG. 5C

BUILDING CREATION / EDIT

700	DIFFERENCE OF TOTAL BUILDING SPACE	701	SELECT A BUILDING TYPE: <input type="checkbox"/> HIGH RISE <input checked="" type="checkbox"/> V
702	CUSTOMER BUILDING CHARACTERISTICS	703	<input type="checkbox"/> BUILDING NAME: <input type="text"/> BUILDING NAME 1
704	GROSS SQUARE FOOTAGE	705	<input type="checkbox"/> TOTAL BUILDING SPACE: <input type="text"/> 3000
706	NET SQUARE FOOTAGE	707	<input type="checkbox"/> WAGE RATE: \$ <input type="text"/> 8 <input checked="" type="checkbox"/> V
708	<input type="checkbox"/> SUPPLY EXPENSE: <input type="text"/> 1000	709	<input type="checkbox"/> ADD FLOOR COVERING
710	<input type="checkbox"/> ADD ROOM TYPE	711	<input type="checkbox"/> ADD ROOM TYPE
712	<input type="checkbox"/> CURRENT TOTAL OF ALL CUSTOMER BUILDING CHARACTERISTICS	713	<input type="checkbox"/> 3000
714	<input type="checkbox"/> START	715	<input type="checkbox"/> ADOBE PHOTOSHOP
716	<input type="checkbox"/> BUILDING CREATION / EDIT	717	<input type="checkbox"/> START
718	<input type="checkbox"/> 5:33 PM	719	<input type="checkbox"/> 5:33 PM

DEFAULT BUILDING CHARACTERISTICS

ROOM TYPE	FLOOR COVERING	PERCENT
CONFERENCE ROOM	CARPET	5
CONFERENCE ROOM	CARPET	5.7
COPY ROOM	WAXABLE	9
CORRIDOR/OFFICES	CARPET	15
CUBICAL/OFFICES	CARPET	44
ELEVATOR	CARPET	0.05
GEN. OFFICES	CARPET	17
LOBBY	WAXABLE	0.25
REST ROOMS	NON-WAXABLE	4

CUSTOMER BUILDING CHARACTERISTICS

ROOM TYPE	FLOOR COVERING	SQUARE FOOTAGE
CLASS ROOM	CARPET	1000
CONFERENCE ROOM	CARPET	500
COPY ROOM	CARPET	500
CORRIDOR/OFFICES	CONCRETE	1000
*		

Fig. 6

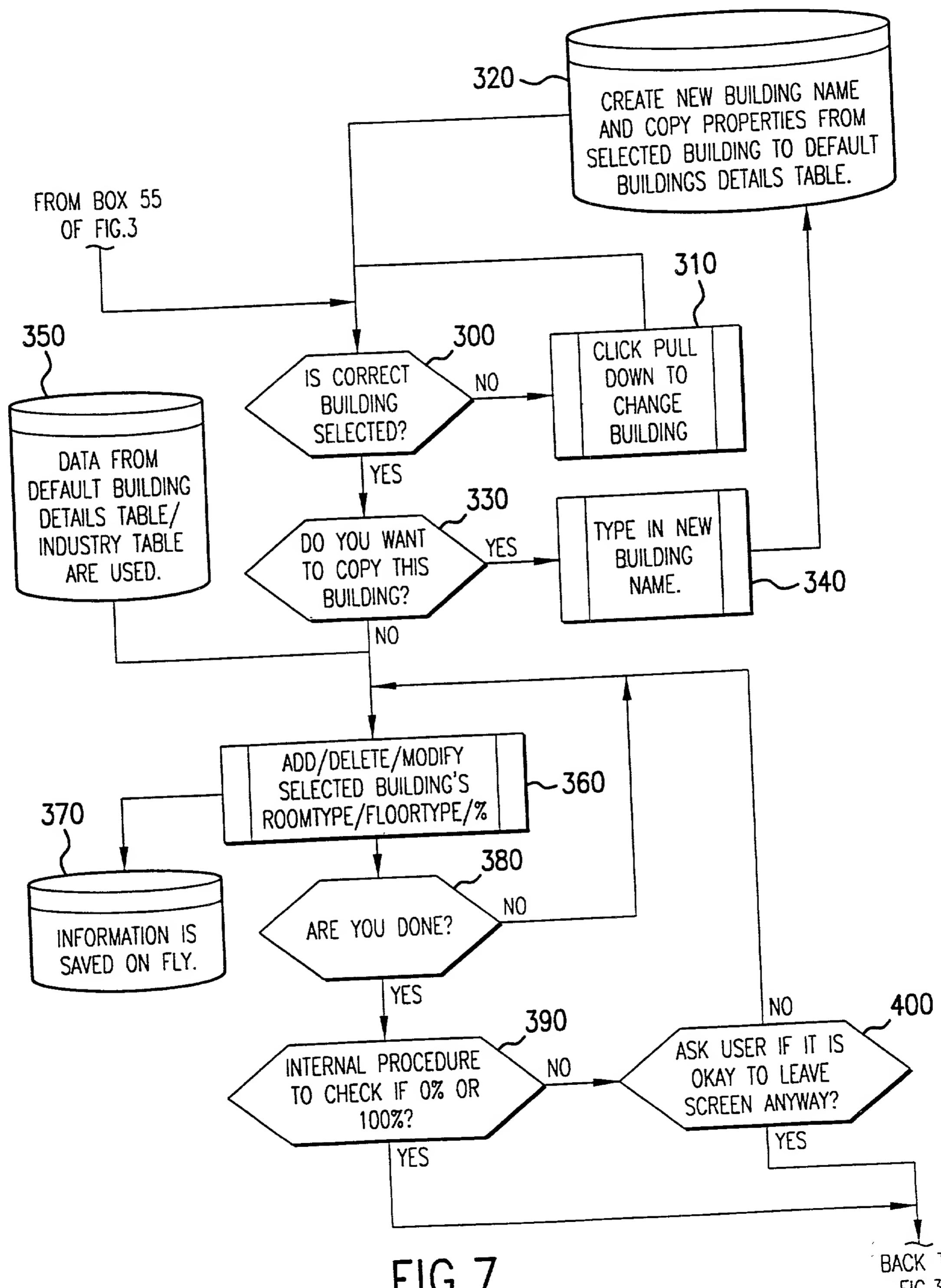


FIG.7

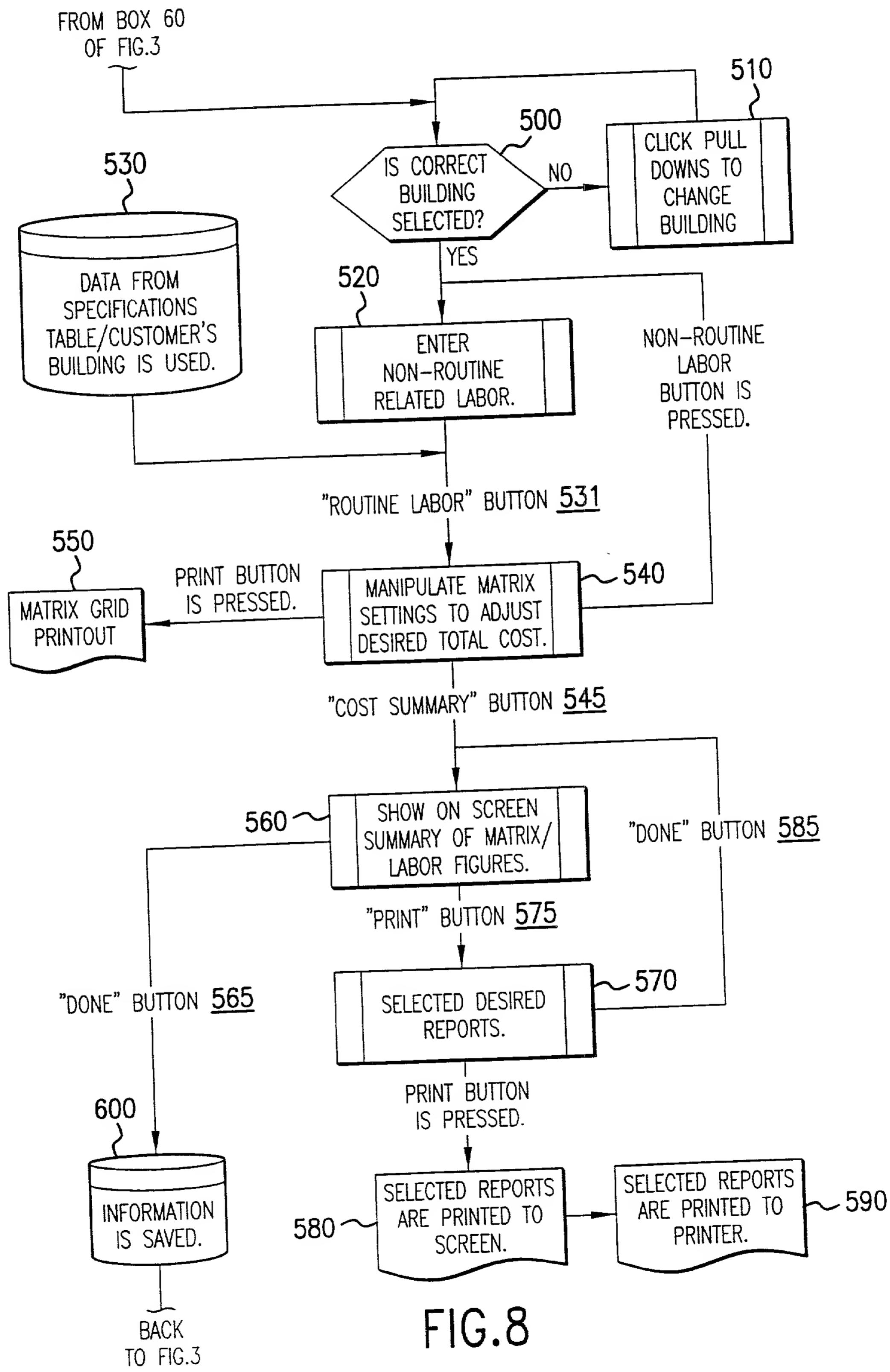


FIG. 8

715

SPECIFICATION TABLE

LIST BY: © ROOM TYPE O FLOOR TYPE 718

716 ROOM TYPE TABLE FLOOR TYPE TABLE

COPY ROOM TYPE DONE

720

723 QUALITY TYPE TABLE

722

SPECIFICATION TABLE

VERSION CODE	ROOM TYPE	FLOOR TYPE	PERFORMANCE	PRODUCTION RATE	ANNUAL HOURS	SPECIFICATIONS	QUALITY
A	CLASS ROOM	CARPET	92	654	50	VERSION A FOR ROOM	WORLD CLASS
B	CLASS ROOM	CARPET	88	685	1530	VERSION B FOR ROOM	
C	CLASS ROOM	CARPET	84	716	1491	VERSION C FOR ROOM	HIGH IMAGE
D	CLASS ROOM	CARPET	79	752	5.57	VERSION D FOR ROOM	
E	CLASS ROOM	CARPET	73	792	5.29	VERSION E FOR ROOM	TYPICAL
F	CLASS ROOM	CARPET	68	836	5.01	VERSION F FOR ROOM	
G	CLASS ROOM	CARPET	65	885	4.73	VERSION G FOR ROOM	REASONABLE
H	CLASS ROOM	CARPET	61	938	4.47	VERSION H FOR ROOM	
I	CLASS ROOM	CARPET	57	1004	4.17	VERSION I FOR ROOM	MINIMAL
J	CLASS ROOM	CARPET	51	1071	3.91	VERSION J FOR ROOM	
K	CLASS ROOM	CARPET	47	1154	3.63	VERSION K FOR ROOM	
L	CLASS ROOM	CARPET	42	1256	3.34	VERSION L FOR ROOM	
M	CLASS ROOM	CARPET	35	1364	3.07	VERSION M FOR ROOM	
N	CLASS ROOM	CARPET	29	1500	2.8	VERSION N FOR ROOM	
O	CLASS ROOM	CARPET	23	1667	2.52	VERSION O FOR ROOM	
P	CLASS ROOM	CARPET	19	1875	2.24	VERSION P FOR ROOM	
Q	CLASS ROOM	CARPET	16	2143	1.96	VERSION Q FOR ROOM	
R	CLASS ROOM	CARPET	13	2500	1.68	VERSION R FOR ROOM	
S	CLASS ROOM	CARPET	0	0	0	VERSION S FOR ROOM	
T	CLASS ROOM	CARPET	0	0	0	VERSION T FOR ROOM	
A	CLASS ROOM	CERAMIC	0	0	0	VERSION A FOR ROOM	
B	CLASS ROOM	CERAMIC	0	0	0	VERSION B FOR ROOM	
C	CLASS ROOM	CERAMIC	0	0	0	VERSION C FOR ROOM	
D	CLASS ROOM	CERAMIC	0	0	0	VERSION D FOR ROOM	
E	CLASS ROOM	CERAMIC	0	0	0	VERSION E FOR ROOM	
F	CLASS ROOM	CERAMIC	0	0	0	VERSION F FOR ROOM	
G	CLASS ROOM	CERAMIC	0	0	0	VERSION G FOR ROOM	

FIG. 9

START 7.BMP - PAINT ELLIOT PRICING MATRIX AP... [SPECIFICATION TABLE]

5:44 PM

ELLIOT PRICING MATRIX APPLICATION

FIG. 10

NOT PRICING MATRIX APPlica...

卷之三

START

□ ELLIOT PRICING MATRIX APPLICATION

□ CUSTOMER INFORMATION

□ DEFAULT FLOOR COVERINGS

□ FLOOR COVERING TABLE

FLOOR COVERING
△ CARPET
WAXABLE
NON-WAXABLE
VC TILE
CONCRETE
CERAMIC
*

DONE 119

RETURN TO FIG.9

□ START □ 12.BMP - PAINT □ ELLIOT PRICING MATRIX APPLICATION □ 5:44 PM

FIG.11

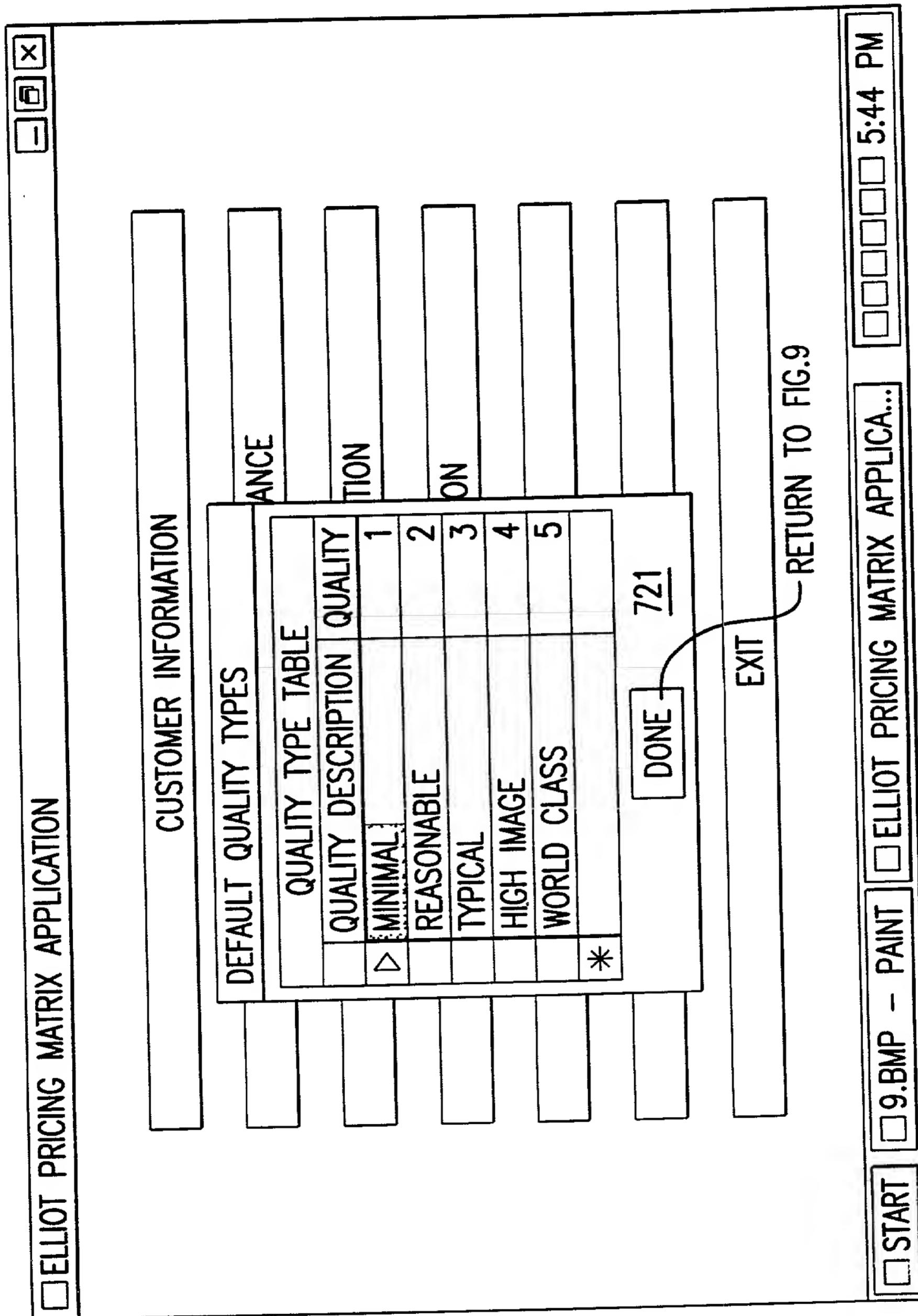


FIG. 12

FIG. 13

DEFAULT BUILDING CHARACTERISTICS

SELECT BUILDING TYPE **LARGE / EDUCATIONAL** ▽

DEFAULT QUALITY TYPES

DEFAULT BUILDING CHARACTERISTICS			
ROOM TYPE	FLOOR COVERING	SQUARE FOOT %	
CLASS ROOM	WAXABLE	2	
CONFERENCE ROOM	CARPET	5	
CONFERENCE ROOM	CARPET	5	
COPY ROOM	WAXABLE	5	
CORRIDOR/OFFICES	CARPET	15	
CUBICAL/OFFICES	CARPET	44	
ELEVATOR	CARPET	2.75	
GEN. OFFICES	CARPET	17	
LOBBY	WAXABLE	0.25	
REST ROOMS	NON-WAXABLE	4	
*			

725

COPY

INDUSTRY TYPE
TABLE

BUILDING TYPE
NAMES

TOTAL BUILDING PERCENTAGE

100%

728

DONE ↗ **RETURN**
TO FIG.3

START 14.BMP - PAINT ELLIOT PRICING MATRIX... DEFAULT BUILDING CHAR... 5:47 PM

FIG. 14

ELLIOT PRICING MATRIX APPLICATION

DEFAULT BUILDING TYPES

BUILDING TYPE TABLE

INDUSTRY	NAME	TAXES	UNIFORMS	EQUIPMENT	SUPPLIES	OVERHEAD	PROFIT
HOSPITAL	2.2	2.25	2.36	2.377	2.5	1.3	
NUCLEAR	3.5	3.1	2	0.2	5	1.2	
OFFICE	3.3	2.2	3.4	3.1	3	3	
MANUFACTURING	3.2	1.2	2.4	3.7	2.1	5.4	
RETAIL	1.2	2.2	1.5	2.1	1.2	2.2	
EDUCATIONAL	0.09	1.1	1.2	1.3	2.1	2.2	

DONE ~ RETURN TO FIG.14

16.BMP - PAINT ELLIOT PRICING MATRIX APPLICA...

5:48 PM

FIG. 15

DEFAULT INDUSTRY TYPES

TAXES, INS.,
H/W, VAC.,
INDUSTRY TYPE SICK %, UNIFORMS %, EQUIPMENT %, SUPPLIES %

PAPER &
CONSUMABLE
OVERHEAD
PROFIT MARKUP
SUPPLIES % OVER COSTS %

▷	HOSPITAL	2.2	2.25	2.36	2.377	0	2.5
	NUCLEAR	3.5	3.1	2	0.2	0	5
	OFFICE	3.3	2.2	3.4	1	10	3
	MANUFACTURING	3.2	1.2	2.4	3.7	0	2.1
	RETAIL	1.2	2.2	1.5	2.1	0	1.2
	EDUCATIONAL	0.09	1.1	1.2	1.3	0	2.1
*							

DONE  RETURN TO FIG.14

START 17.BMP - PAINT ELLIOT PRICING MATRIX APPLICA...
 5:48 PM

FIG.16

ELLIOT PRICING MATRIX APPLICATION

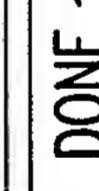
DEFAULT WAGES

LIST BY: CITY WAGE TYPE

CITY TABLE WAGE TYPE TABLE

WAGE TABLE

CITY	WAGE TYPE	WAGE
BALTIMORE	NON-UNION-SUBURBAN	\$5.36
BALTIMORE	NON-UNION-URBAN	\$4.25
BALTIMORE	UNION-SUBURBAN	\$6.25
BALTIMORE	UNION-URBAN	\$6.50
DALLAS	NON-UNION-SUBURBAN	\$8.50
DALLAS	NON-UNION-URBAN	\$8.75
DALLAS	UNION-SUBURBAN	\$10.50
DALLAS	UNION-URBAN	\$11.75

DONE  RETURN TO FIG.3

START 18.BMP - PAINT ELLIOT PRICING MATRIX APPLIC...

5:49 PM

FIG. 17

ELLIOT PRICING MATRIX - ROUTINE AND NON-ROUTINE SELECTION	
<input type="checkbox"/> CLIENT NAME	<input type="checkbox"/> CLIENT NAME 1
<input type="checkbox"/> CUSTOMER NAME	<input type="checkbox"/> CUSTOMER NAME 1
<input type="checkbox"/> PORTFOLIO NAME	<input type="checkbox"/> PORTFOLIO NAME 1
<input type="checkbox"/> SITE NAME	<input type="checkbox"/> SITE NAME 1
<input type="checkbox"/> BUILDING NAME	<input type="checkbox"/> BUILDING NAME 1
<input type="button" value="SELECT BUILDING"/>	
<input type="button" value="CANCEL CHANGES"/>	
<input type="button" value="RETURN TO FIG.3"/>	
730	
<input type="checkbox"/> START	
<input type="checkbox"/> 22.BMP - PAINT	
<input type="checkbox"/> 5:50 PM	

FIG. 18

SCOPE OF WORK						
SCOPE OR WORK AREA	WAGE	TOTAL ANNUAL HOURS	BENEFIT %	FTE	SHIFT DURATION	HEAD COUNT
ANNUAL WEEKEND	5.45	2080	3%	1.00	4 ▽	2.00
ANNUAL DAY STAFF	5	120	3%	0.06	4 ▽	0.12
ANNUAL MANAGEMENT	27	48	3%	0.02	0 ▽	0.02
ANNUAL OTHER	6.35	100	3%	0.05	5 ▽	0.08
ANNUAL ROUTINE	8	10.36	3%		2 ▽	
		2348	3%		1.13	2.22
TO FIG.20		FROM FIG.6		FROM FIG.5C		
<input type="checkbox"/> START	<input type="checkbox"/> 23.BMP - PAINT	SCOPE OF WORK		<input type="checkbox"/> 5:50 PM		

FIG.19

ELLIOT PRICING MATRIX – ROUTINE CLEANING																					
CLIENT NAME	CLIENT NAME 1	575																			
CUSTOMER NAME	CUSTOMER NAME 1	545																			
PORTFOLIO NAME	PORTFOLIO NAME 1	732																			
SITE NAME	SITE NAME 1	733																			
BUILDING NAME	BUILDING NAME 1	734																			
ROOM/FLOOR TYPE	SQ. FT.	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
CLASS ROOM/CARPET	1000	92	88	84	79	73	68	65	61	57	51	47	42	35	29	23	19	16	13	10	0
CONFERENCE ROOM/CARPET	500	98	93	88	82	78	72	67	61	56	50	45	41	38	33	27	22	16	12	9	3
COPY ROOM/CARPET	500	88	83	78	73	69	64	59	54	49	43	38	35	30	27	23	18	14	11	9	7
CORRIDOR/OFFICES/CONCRETE	1000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

FORM FIG.19

SCOPE OF WORK

RETURN TO FIG.3

DONE

565

TOTAL ROUTINE COST **\$33,318.02**

Avg. Cost/Sq. Foot **\$11.11**

Avg. Staff Productivity **786.7**

Supply Expense **\$1,000.00**

START 24.BMP – PAINT ELLIOT PRICING MATRIX – RO...

24.BMP – PAINT 5:51 PM

FIG.20

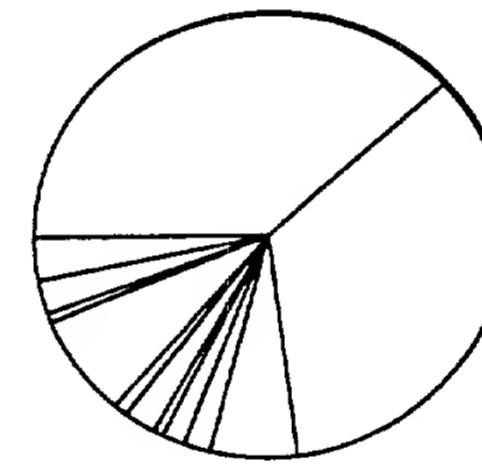
COST SUMMARY		BUILDING		% OF BID	COST	FROM FIG.5C	WAGE	ANN. HOURS	FTE	SHFT.	DUR.	HEAD CT.	
ROUTINE LABOR	3%	38.31%	\$12,763.51				8	1548.97	.74	2		2.96	
WEEKEND LABOR	3%	35.04%	\$11,676.08				5.45	2080	1.00	4		2.00	
DAY STAFF LABOR	3%	1.85%	\$618.00				5	FROM	120	0.06	4	0.12	
MANAGEMENT LABOR	3%	4.01%	\$1,334.88				27	FIG.20	48	0.02	0	0.02	
OTHER LABOR	3%	1.96%	\$654.05				6.35	100	0.05	5		0.08	
UNIFORM EQUIPMENT	2.2%	1.73%	\$577.69				10.36	3896.97	1.87			5.18	
SUPPLIES	3.4%	2.68%	\$892.80										
PAPER & CONSUMABLES	1%	0.79%	\$262.59										
OVER HEAD	10%	7.88%	\$2,625.88										
PROFIT	3%	2.83%	\$942.16										
	3%	2.91%	\$970.43										
ANNUAL BID TOTAL:				\$33,318.02				585					
													
<input type="checkbox"/> ROUTINE LABOR <input type="checkbox"/> DAY STAFF LABOR <input type="checkbox"/> MANAGEMENT LABOR <input type="checkbox"/> WEEKEND LABOR <input type="checkbox"/> EQUIPMENT <input type="checkbox"/> SUPPLIES <input type="checkbox"/> OTHER LABOR <input type="checkbox"/> UNIFORM <input type="checkbox"/> OVER HEAD <input type="checkbox"/> PAPER & CONSUMABLES <input type="checkbox"/> PROFIT													
<input type="checkbox"/> START <input type="checkbox"/> COST SUMMARY												<input type="checkbox"/> 9:37 PM	
FROM FIG.19 DONE → RETURN TO FIG.20													

FIG.21

PRINT MENU	
CLIENT NAME	<input type="text" value="CLIENT NAME 1"/> <input type="button" value="▼"/>
<input type="checkbox"/> THIS LEVEL ONLY <input type="checkbox"/> BUILDING SUMMARY <input type="checkbox"/> COST SUMMARY <input type="checkbox"/> SPECIFICATIONS	
<input type="checkbox"/> INCLUDE ALL CHILD LEVELS BELOW <input type="checkbox"/> BUILDING SUMMARY <input type="checkbox"/> COST SUMMARY <input type="checkbox"/> SPECIFICATIONS	
CUSTOMER NAME	<input type="text" value="CUSTOMER NAME 1"/> <input type="button" value="▼"/>
<input type="checkbox"/> THIS LEVEL ONLY <input type="checkbox"/> BUILDING SUMMARY <input type="checkbox"/> COST SUMMARY <input type="checkbox"/> SPECIFICATIONS	
<input type="checkbox"/> INCLUDE ALL CHILD LEVELS BELOW <input type="checkbox"/> BUILDING SUMMARY <input type="checkbox"/> COST SUMMARY <input type="checkbox"/> SPECIFICATIONS	
PORTFOLIO NAME	<input type="text" value="PORTFOLIO NAME 1"/> <input type="button" value="▼"/>
<input type="checkbox"/> THIS LEVEL ONLY <input type="checkbox"/> BUILDING SUMMARY <input type="checkbox"/> COST SUMMARY <input type="checkbox"/> SPECIFICATIONS	
<input type="checkbox"/> INCLUDE ALL CHILD LEVELS BELOW <input type="checkbox"/> BUILDING SUMMARY <input type="checkbox"/> COST SUMMARY <input type="checkbox"/> SPECIFICATIONS	
SITE NAME	<input type="text" value="SITE NAME 1"/> <input type="button" value="▼"/>
<input type="checkbox"/> THIS LEVEL ONLY <input type="checkbox"/> BUILDING SUMMARY <input type="checkbox"/> COST SUMMARY <input type="checkbox"/> SPECIFICATIONS	
<input type="checkbox"/> INCLUDE ALL CHILD LEVELS BELOW <input type="checkbox"/> BUILDING SUMMARY <input type="checkbox"/> COST SUMMARY <input type="checkbox"/> SPECIFICATIONS	
BUILDING NAME	<input type="text" value="BUILDING NAME 1"/> <input type="button" value="▼"/>
<input type="checkbox"/> THIS LEVEL ONLY <input type="checkbox"/> BUILDING SUMMARY <input type="checkbox"/> COST SUMMARY <input type="checkbox"/> SPECIFICATIONS	
<input type="checkbox"/> INCLUDE ALL CHILD LEVELS BELOW <input type="checkbox"/> BUILDING SUMMARY <input type="checkbox"/> COST SUMMARY <input type="checkbox"/> SPECIFICATIONS	
<input type="checkbox"/> PRINT <input type="checkbox"/> TO SCREEN <input type="checkbox"/> TO PRINTER	
736 ~ <input type="text" value="MAIN MENU"/> ~ RETURN TO FIG.3	
<input type="checkbox"/> START <input type="checkbox"/> 21.BMP - PAINT	
<input type="checkbox"/> 5:50 PM	

FIG.22

CLIENT REPORT

CLIENT INFORMATION CLIENT NAME: CLIENT NAME 1 ADDRESS LINE 1: 1 VINCE STREET ADDRESS LINE 2: SUITE c11 STATE: MD ZIP CODE: 21000	
CLIENT COST INFORMATION TOTAL SUPPLY EXPENSE: \$1,000.00 TOTAL LABOR COST: \$15,723.07	CLIENT INDUSTRY INFORMATION INDUSTRY TYPE: OFFICE TAXES, INS, H/W, VAC., SICK %: 3.3000000 UNIFORMS %: 2.2000000 EQUIPMENT %: 3.4000000 SUPPLIES %: 1.0000000 PAPER & CONSUMABLES %: 3.0000000 OVERHEAD EXPENSES %: 3.0000000 PROFIT MARKUP OVER COSTS %: 3.0000000
CLIENT SUMMARY INFORMATION TOTAL NUMBER OF CUSTOMERS: 3 TOTAL NUMBER OF PORTFOLIOS: 2 TOTAL NUMBER OF SITES: 3 TOTAL NUMBER OF BUILDINGS: 3 TOTAL SQUARE FEET: 3,000 AVERAGE COST/SQUARE FOOT: \$3.98 AVERAGE PRODUCTIVITY RATING: 1,008.7500000 AVERAGE QUALITY RATING: 45.5000000	CLIENT WAGE INFORMATION AVERAGE WAGE RATE: \$8.00

CLIENT DETAILS	TOTAL # OF PORTFOLIOS	TOTAL SQ. FT.	AVERAGE COST/SQ. FT.	AVERAGE PRODUCTIVITY	AVERAGE QUALITY
CUSTOMER NAME 1	1	3,000	\$3.98	1008.75	45.50
NEW CUSTOMER	1	0	\$0.00	0.00	0.00
VINCE IS CUSTOMER	0	0	\$0.00	0.00	0.00

FIG. 23

CUSTOMER REPORT

CUSTOMER INFORMATION CUST. NAME: CUSTOMER NAME 1 ADDRESS LINE 1: CUSTOMER ADD 1 ADDRESS LINE 2: STATE: ZIP CODE:	PARENT RELATIONSHIP CLIENT NAME: CLIENT NAME 1
CUSTOMER COST INFORMATION TOTAL SUPPLY EXPENSE: \$1,000.00 TOTAL LABOR COST: \$15,723.07	CUSTOMER INDUSTRY INFORMATION INDUSTRY TYPE: OFFICE TAXES, INS, H/W, VAC., SICK %: 3.3000000 UNIFORMS %: 2.2000000 EQUIPMENT %: 3.4000000 SUPPLIES %: 1.0000000 PAPER & CONSUMABLES %: 3.0000000 OVERHEAD EXPENSES %: 3.0000000 PROFIT MARKUP OVER COSTS %: 3.0000000
CUSTOMER SUMMARY INFORMATION TOTAL NUMBER OF PORTFOLIOS: 1 TOTAL NUMBER OF SITES: 2 TOTAL NUMBER OF BUILDINGS: 2 TOTAL SQUARE FEET: 3,000 AVERAGE COST/SQUARE FOOT: \$3.98 AVERAGE PRODUCTIVITY RATING: 1,008.7500000 AVERAGE QUALITY RATING: 45.5000000	CUSTOMER WAGE INFORMATION AVERAGE WAGE RATE: \$8.00

CUSTOMER DETAILS	TOTAL # OF SITES	TOTAL SQ. FT.	AVERAGE COST/SQ. FT.	AVERAGE PRODUCTIVITY	AVERAGE QUALITY
PORTFOLIO NAME 1	2	3,000	\$3.98	1008.75	45.50

FIG.24

PORTFOLIO REPORT

PORTFOLIO INFORMATION PORT. NAME: PORTFOLIO NAME 1 ADDRESS LINE 1: ADDRESS LINE 2: STATE: ZIP CODE:	PARENT RELATIONSHIP CLIENT NAME: CLIENT NAME 1 CUSTOMER NAME: CUSTOMER NAME 1
PORTFOLIO COST INFORMATION TOTAL SUPPLY EXPENSE: \$1,000.00 TOTAL LABOR COST: \$15,723.07	PORTFOLIO INDUSTRY INFORMATION INDUSTRY TYPE: OFFICE TAXES, INS, H/W, VAC., SICK %: 3.3000000 UNIFORMS %: 2.2000000 EQUIPMENT %: 3.4000000 SUPPLIES %: 1.0000000 PAPER & CONSUMABLES %: 3.0000000 OVERHEAD EXPENSES %: 3.0000000 PROFIT MARKUP OVER COSTS %: 3.0000000
PORTFOLIO SUMMARY INFORMATION TOTAL NUMBER OF SITES: 2 TOTAL NUMBER OF BUILDINGS: 2 TOTAL SQUARE FEET: 3,000 AVERAGE COST/SQUARE FOOT: \$3.98 AVERAGE PRODUCTIVITY RATING: 1,008.75000000 AVERAGE QUALITY RATING: 45.5000000	PORTFOLIO WAGE INFORMATION AVERAGE WAGE RATE: \$8.00

PORTFOLIO DETAILS SITE NAME	TOTAL # OF BUILDINGS	TOTAL SQ. FT.	AVERAGE COST/SQ. FT.	AVERAGE PRODUCTIVITY	AVERAGE QUALITY
HOW DOES IT'S KNOW	0	0	\$0.00	0.00	0.00
SITE NAME 1	2	3,000	\$3.98	1008.75	45.50

FIG.25

SITE REPORT

SITE INFORMATION SITE NAME: SITE NAME 1 ADDRESS LINE 1: 4 SITE STREET ADDRESS LINE 2: SUITE st4 STATE: MD ZIP CODE: 44444	PARENT RELATIONSHIP CLIENT NAME: CLIENT NAME 1 CUSTOMER NAME: CUSTOMER NAME 1 PORTFOLIO NAME: PORTFOLIO NAME 1
SITE COST INFORMATION TOTAL SUPPLY EXPENSE: \$1,000.00 TOTAL LABOR COST: \$15,723.07	SITE INDUSTRY INFORMATION INDUSTRY TYPE: OFFICE TAXES, INS, H/W, VAC., SICK %: 3.30000000 UNIFORMS %: 2.20000000 EQUIPMENT %: 3.40000000 SUPPLIES %: 1.00000000 PAPER & CONSUMABLES %: 3.00000000 OVERHEAD EXPENSES %: 3.00000000 PROFIT MARKUP OVER COSTS %: 3.00000000
SITE SUMMARY INFORMATION TOTAL NUMBER OF BUILDINGS: 2 TOTAL SQUARE FEET: 3,000 AVERAGE COST/SQUARE FOOT: \$3.98 AVERAGE PRODUCTIVITY RATING: 1,008.75000000 AVERAGE QUALITY RATING: 45.50000000	SITE WAGE INFORMATION AVERAGE WAGE RATE: \$8.00

SITE DETAILS	TOTAL # OF ROOM/FLOOR TYPES	TOTAL SQ. FT.	AVERAGE COST/SQ. FT.	AVERAGE PRODUCTIVITY	AVERAGE QUALITY
BUILDING NAME 1	4	3,000	\$3.98	1008.75	45.50
WEIGHTED	0	0	\$0.00	0.00	0.00

FIG.26

BUILDING SPECIFICATIONS REPORT

BUILDING ROOM/ROOM TYPES DETAILS

ROOM TYPE	FLOOR TYPE	SQ. FT.	COST/SQ. FT.	PRODUCTIVITY	QUALITY
CONFERENCE ROOM	CARPET	500	\$0.03	1433	56

CLEANING SPECIFICATION

VERSION 1 FOR ROOM TYPE=CONFERENCE ROOM AND FLOOR TYPE=CARPET

ACTIVITY

FACILITY

SPOT CLEAN ALL WALLS, LIGHT SWITCHES & DOORS.

153

USING APPROVED SPOTTER, SPOT CLEAN CARPETED AREA.

153

CLEAN CHALK BOARDS WITH ERASER & CLEAN OUT CHALK TRAY.

153

DUST LEDGES, PICTURE FRAMES, & MOLDINGS.

153

DAMP CLEAN & SANITIZE TABLE TOPS.

182

EMPTY THE TRASH INTO THE TRASH CART. REPLACE THE LINERS IF THEY ARE TORN OR SOILED.

204

SANITIZE TELEPHONES INCLUDING EAR & MOUTH PIECES.

153

DETAIL VACUUM CARPETED FLOORS, CORNERS & EDGES.

153

PROVIDE SUPERVISION TO ENSURE COMPLIANCE WITH SPECIFICATIONS & ONGOING TRAINING.

204

DUST LOW AREAS & HIGH AREAS WHICH ARE NORMAL REACH.

102

VACUUM ALL CARPETED TRAFFIC LANE AREAS.

51

SPOT CLEAN BACKS & SEATS OF CHAIRS.

19

WASH PEDESTAL & LEGS OF ALL TABLES.

26

SURFACE CLEAN CARPETS USING A SPIN CLEAN PAD.

9

HOT WATER EXTRACT CARPETING, USING HIGH PRESSURE EXTRACTION EQUIPMENT.

2

COPY ROOM

CARPET

500

\$0.36

1917

38

FIG.27A

BUILDING ROOM/ROOM TYPES DETAILS

ROOM TYPE	FLOOR TYPE	SQ. FT.	COST/SQ. FT.	PRODUCTIVITY	QUALITY
-----------	------------	---------	--------------	--------------	---------

VERSION K FOR ROOM TYPE=COPY ROOM AND FLOOR TYPE=CARPET					
---	--	--	--	--	--

ACTIVITY

FACILITY

EMPTY THE TRASH INTO THE TRASH CART. REPLACE THE LINERS IF THEY ARE TORN OR SOILED.

153

DETAIL VACUUM CARPETED FLOORS, CORNERS & EDGES.

153

PROVIDE SUPERVISION TO ENSURE COMPLIANCE WITH SPECIFICATIONS & ONGOING TRAINING.

153

SPOT CLEAN ALL WALL, LIGHT SWITCHES & DOORS.

153

SANITIZE TELEPHONES INCLUDING EAR & MOUTH PIECES.

153

DUST & SPOT CLEAN ALL FURNITURE, FIXTURES, EQUIPMENT & ACCESSORIES.

153

CLEAN EXTERIOR OF CABINETS & COUNTER TOPS.

153

USING APPROVED SPOTTER, SPOT CLEAN CARPETED AREA.

153

DAMP WIPE WASTE CONTAINERS AS NEEDED. REPLACE LINER AS NEEDED AND PUT THE CONTAINER BACK.

102

DUST LOW AREAS & HIGH AREAS WHICH ARE WITHIN NORMAL REACH.

102

DUST OR VACUUM VENETIAN BLINDS.

19

SURFACE CLEAN CARPETS USING A SPIN CLEAN PAD

7

HOT WATER EXTRACT CARPETING, USING HIGH PRESSURE EXTRACTION EQUIPMENT.

1

VACUUM ALL CARPETED TRAFFIC LANE AREAS.

51

CORRIDOR/OFFICES	CONCRETE	1,000	\$0.00	0	0
------------------	----------	-------	--------	---	---

CLEANING SPECIFICATION

VERSION A FOR ROOM TYPE=CORRIDOR/OFFICES AND FLOOR TYPE=CONCRETE					
--	--	--	--	--	--

CLASS ROOM	CARPET	1,000	\$15.53	685	88
------------	--------	-------	---------	-----	----

CLEANING SPECIFICATION

FIG.27B

BUILDING ROOM/ROOM TYPES DETAILS

ROOM TYPE	FLOOR TYPE	SQ. FT.	COST/SQ. FT.	PRODUCTIVITY	QUALITY
-----------	------------	---------	--------------	--------------	---------

VERSION B FOR ROOM TYPE=COPY ROOM AND FLOOR TYPE=CARPET

ACTIVITY

FACILITY

SPOT CLEAN ALL WALLS, LIGHT SWITHCES & DOORS.

255

USING APPROVED SPOTTER, SPOT CLEAN CARPETED AREA.

255

CLEAN CHALK BOARDS WITH ERASER & CLEAN OUT CHALK TRAY.

255

DAMP CLEAN & SANITIZE TABLE TOPS.

255

EMPTY THE TRASH INTO THE TRASH CART. REPLACE THE LINERS IF THEY ARE TORN OR SOILED.

255

SANITIZE TELEPHONES INCLUDING EAR & MOUTH PIECES.

255

DETAIL VACUUM CARPETED FLOORS, CORNERS & EDGES.

255

PROVIDE SUPERVISION TO ENSURE COMPLIANCE WITH SPECIFICATIONS & ONGOING TRAINING.

255

SPOT CLEAN BACKS & SEAT OF CHAIRS.

204

DAMP WIPE WASTE CONTAINERS AS NEEDED. REPLACE LINER AS NEEDED & PUT THE CONTAINER BACK.

164

DUST LOW AREAS & HIGH AREAS WHICH ARE WITHIN NORMAL REACH.

153

DUST OR VACUUM VENETIAN BLINDS.

51

SURFACE CLEAN CARPETS USING A SPIN CLEAN PAD.

9

HOT WATER EXTRACT CARPETING, USING HIGH PRESSURE EXTRACTION EQUIPMENT.

3

FIG. 27C

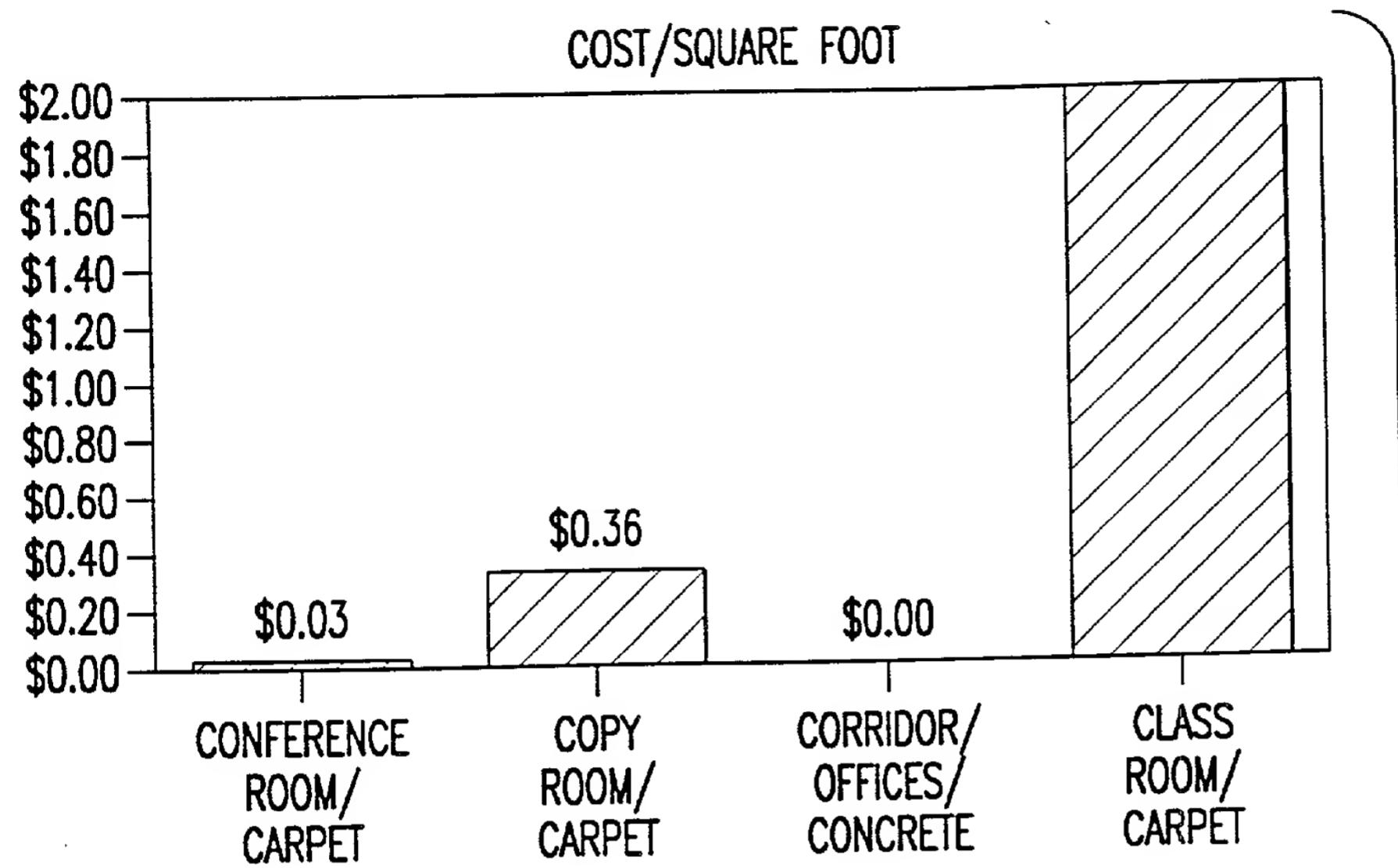
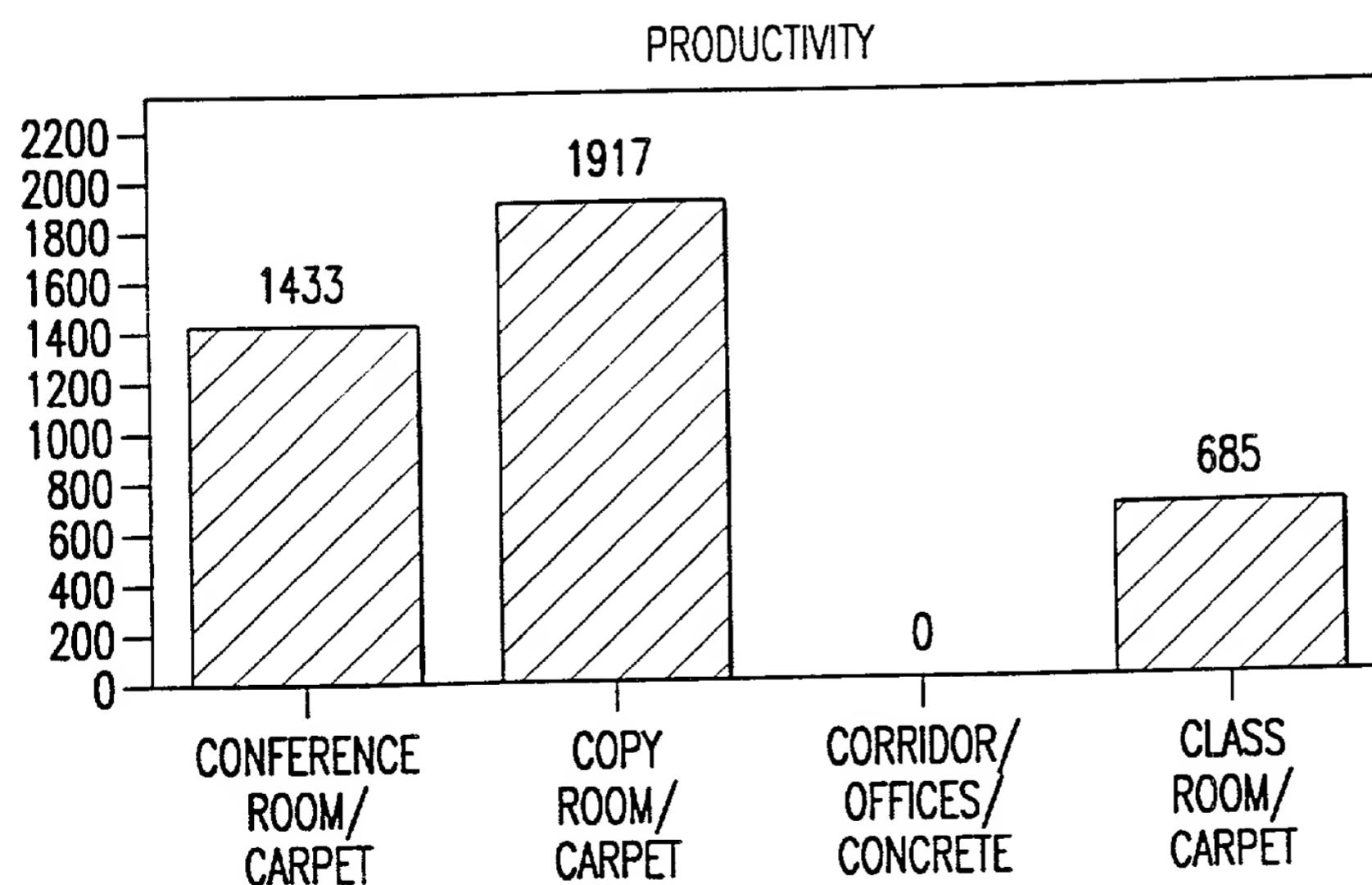


FIG.28A



QUALITY

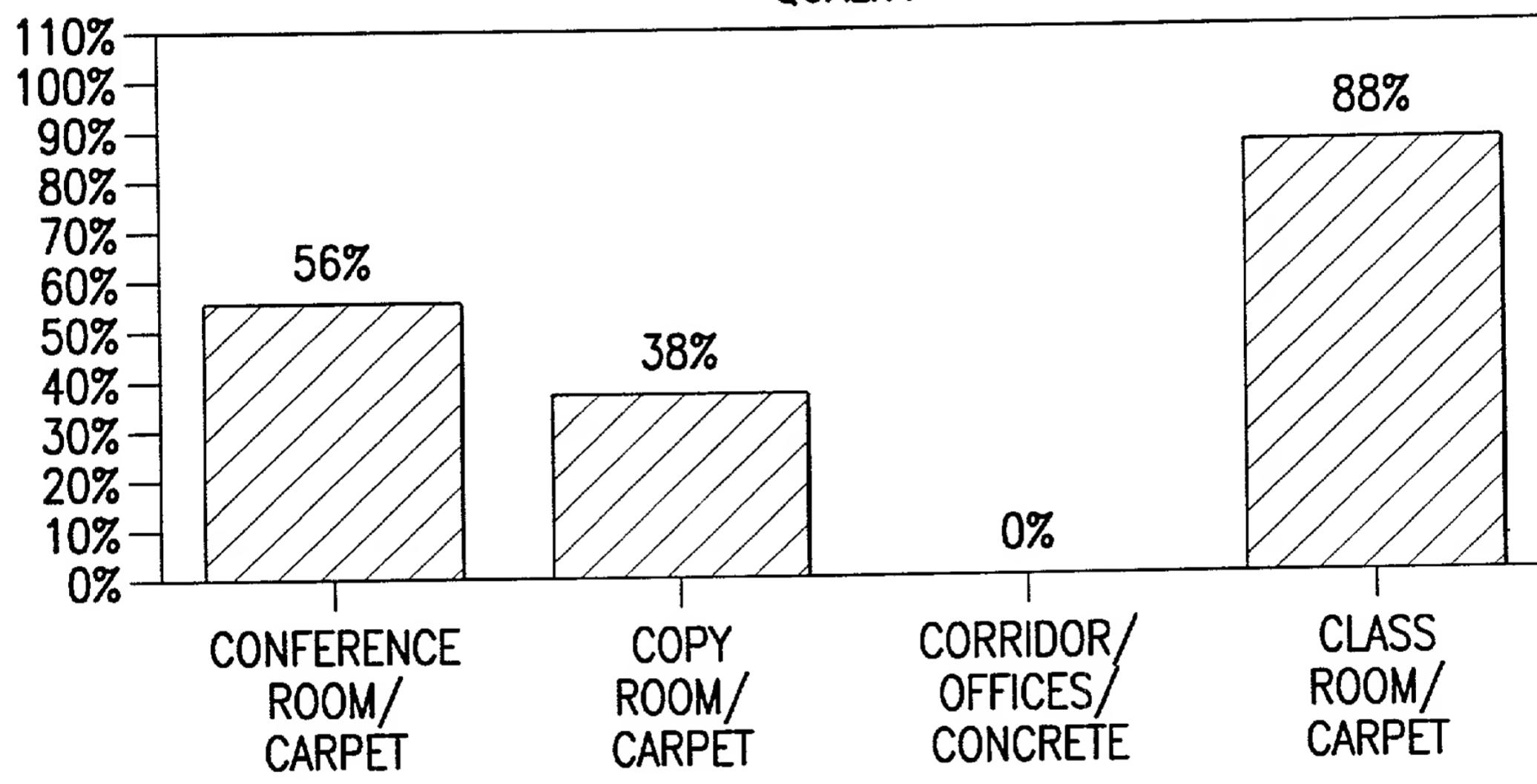


FIG.28B

BUILDING REPORT

BUILDING INFORMATION BUILDING NAME: BUILDING NAME 1 ADDRESS LINE 1: 5 BUILDING STREET ADDRESS LINE 2: SUITE bu5 STATE: MD ZIP CODE: 22535	PARENT RELATIONSHIP CLIENT NAME: CLIENT NAME 1 CUSTOMER NAME: CUSTOMER NAME 1 PORFOLIO NAME: PORTFOLIO NAME 1 SITE NAME: SITE NAME 1
BUILDING COST INFORMATION TOTAL SUPPLY EXPENSE: \$1,000.00 TOTAL LABOR COST: \$15,723.07	BUILDING INDUSTRY INFORMATION INDUSTRY TYPE: OFFICE TAXES, INS, H/W, VAC., SICK %: 3.00 UNIFORMS %: 2.20 EQUIPMENT %: 3.40 SUPPLIES %: 1.00 PAPER & CONSUMABLES %: 10.00 OVERHEAD EXPENSES %: 3.00 PROFIT MARKUP OVER COSTS %: 3.00
BUILDING SUMMARY INFORMATION TOTAL SQUARE FEET: 3,000 AVERAGE COST/SQUARE FOOT: \$3.98 AVERAGE PRODUCTIVITY RATING: 1,008.75 AVERAGE QUALITY RATING: 45.50	BUILDING WAGE INFORMATION WAGE RATE: \$8.00
BUILDING ROOM/ROOM TYPES DETAILS	

ROOM TYPE	FLOOR TYPE	SQ. FT.	COST/SQ. FT.	PRODUCTIVITY	QUALITY
CONFERENCE ROOM	CARPET	500	\$0.03	1433	56
COPY ROOM	CARPET	500	\$0.36	1917	38
CORRIDOR/OFFICES	CONCRETE	1,000	\$0.00	0	0
CLASS ROOM	CARPET	1,000	\$15.53	685	88

FIG.29

CLIENT NAME: CLIENT NAME 1
 CUSTOMER NAME: CUSTOMER NAME 1
 PORTFOLIO NAME: PORTFOLIO NAME 1
 SITE NAME: SITE NAME 1
 BUILDING NAME: BUILDING NAME 1

TOTAL ROUTINE COST \$33,318.02 AVG. ROUTINE COST/SQ. FOOT \$11.11 AVG. QUALITY 45.0%

TOTAL SQUARE FOOTAGE 3,000 AVG. STAFF PRODUCTIVITY 786.7 SUPPLY EXPENSE \$1,000.00

ROOM/FLOOR TYPE	SQ. FT.	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
CLASS ROOM/CARPET	1000	92		84	79	73	68	65	61	57	51	47	42	35	29	23	19	16	13	0	0
CONFERENCE ROOM/CARPET	500	98	93	88	82	78	72	67	61		50	45	41	38	33	27	22	16	12	9	3
COPY ROOM/CARPET	500	88	83	78	73	69	64	59	54	49	43		35	30	27	23	18	14	11	9	7
CORRIDOR/OFFICES/CONCRETE	1000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

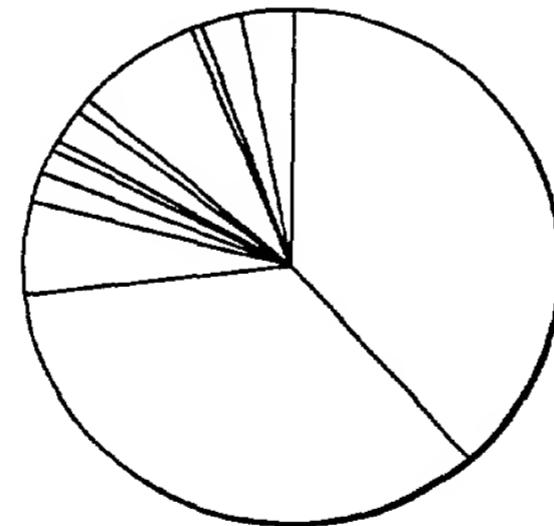
FIG. 30

COST SUMMARY REPORT

	WAGE	TOTAL ANNUAL HOURS	BENEFIT %	FULL TIME EQUIVALENCY	SHIFT DURATION	HEAD COUNT
ANNUAL ROUTINE	8	1548.97	3%	.74	2	2.96
ANNUAL WEEKEND	5.45	2080	3%	1.00	4	2.00
ANNUAL DAY STAFF	5	120	3%	0.06	4	0.12
ANNUAL MANAGEMENT	27	48	3%	0.02	0	0.02
ANNUAL OTHER	6.35	100	3%	0.05	5	0.08
TOTAL ANNUAL	10.36	3896.97	3%	1.87		5.18

	BUILDING	% OF BID	COST	
ROUTINE LABOR		38.31%	\$12,763.51	
WEEKEND LABOR		35.04%	\$11,676.08	
DAY STAFF LABOR		1.85%	\$618.00	
MANAGEMENT LABOR		4.01%	\$1,334.88	\$/SQUARE FOOT: \$11.11
OTHER LABOR		1.96%	\$654.05	
UNIFORM	2.2%	1.73%	\$577.69	\$/HOUR: \$8.55
EQUIPMENT	3.4%	2.68%	\$892.80	
SUPPLIES	1%	0.79%	\$262.59	
PAPER & CONSUMABLES	10%	7.88%	\$2,625.88	
OVER HEAD	3%	2.83%	\$942.16	
PROFIT	3%	2.91%	\$970.43	

ANNUAL BID TOTAL: \$33,318.02



<input type="checkbox"/> ROUTINE LABOR <input type="checkbox"/> OTHER LABOR <input type="checkbox"/> PAPER & CONSUMABLES	<input type="checkbox"/> WEEKEND LABOR <input type="checkbox"/> UNIFORM <input type="checkbox"/> OVER HEAD	<input type="checkbox"/> DAY STAFF LABOR <input type="checkbox"/> EQUIPMENT <input type="checkbox"/> PROFIT	<input type="checkbox"/> MANAGEMENT LABOR <input type="checkbox"/> SUPPLIES
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FIG. 31